

# BUSINESS: SMALL BUSINESS MANAGEMENT

HEGIS: 5004  
SUNY CODE: 1157



The Small Business Management program is designed for students who would like to own and operate their own business. Graduates are prepared to:

- Write business plans
- Work with accountants, attorneys and bankers
- Use business related computer software applications
- Organize a sole proprietorship, form a partnership and/or incorporate a small business
- Prepare budgets to control costs
- Network with federal, state and local agencies that assist small business owners

## Career Opportunities

The program provides students with the essential entrepreneurial tools needed to start a business. Additionally, students learn relevant job skills required by employers to fill entry-level management positions.

		1st Year			
1st Semester		Credits	2nd Semester		Credits
<b>BU 111</b>	<b>Business Organization &amp; Management</b>	3	<b>BU 115</b>	<b>Accounting II</b>	3
<b>BU 114</b>	<b>Accounting I</b>	4	<b>BU 121</b>	<b>Business Law I</b>	3
<b>EN 111</b>	<b>English I</b>	3	<b>BU 141</b>	<b>Introduction to Marketing</b>	3
<b>FS 100</b>	<b>First Year Student Seminar</b>	1	<b>EN 112</b>	<b>English II</b>	3
	<b>Mathematics Elective</b>	3	<b>IS 111</b>	<b>Keyboarding Essentials</b>	1
	<b>Science Elective</b>	<u>3</u>		<b>Social Science Elective</b>	<u>3</u>
	<b>Total</b>	<b>17</b>		<b>Total</b>	<b>16</b>

		2nd Year			
3rd Semester		Credits	4th Semester		Credits
<b>BU 142</b>	<b>Marketing Research</b>	3	<b>BU 238</b>	<b>Introduction to Entrepreneurship</b>	3
<b>BU 232</b>	<b>Principles of Management</b>	3	<b>BU 239</b>	<b>Small Business Management Practicum</b>	3
<b>BU 251</b>	<b>Human Resources Management</b>	3	<b>HU 146</b>	<b>Introduction to Computer Graphics and Design</b>	3
<b>IS 115</b>	<b>Computer Applications I</b>	3		<b>Business Electives</b>	6
<b>SS 185</b>	<b>Introduction to Macroeconomics</b>	3		<b>Physical Education Activity</b>	<u>1</u>
	<b>Physical Education Activity</b>	<u>1</u>		<b>Total</b>	<b>16</b>
	<b>Total</b>	<b>16</b>		<b>Total</b>	<b>16</b>

*65 Credits Required  
for the  
Associate in Applied Science Degree*

For more information, contact the Business, Health, Science and Technology Division at (315) 866-0300 or toll free 1-888-GO-4-HCCC, ext. 8230/8240.

**This program is Internet accessible and may be completed entirely online.  
For more information access HCCC Internet Academy website: [www.ia.herkimer.edu](http://www.ia.herkimer.edu)**